

Message Text

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ACTION STR-07

INFO OCT-01 IO-13 ISO-00 STRE-00 OIC-02 AF-10 ARA-10
EA-10 EUR-12 NEA-10 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05
SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02 OMB-01
DOE-11 /159 W

-----071392 171644Z /40

P 171523Z FEB 78

FM USMISSION GENEVA

TO SECSTATE WASHDC PRIORITY 6112

LIMITED OFFICIAL USE SECTION 01 OF 02 GENEVA 02507

USMTN

STR FOR ACTION

STR PASS CODEL

E.O. 11652: N/A

TAGS: MTN, ETRD

SUBJECT: GOVERNMENT PROCUREMENT - PLURILATERAL
FEBRUARY 14

1. SUMMARY: PLURILATERAL DRAFTING GROUP MET FEBRUARY
14 TO DISCUSS METHOD FOR CONDUCTING COVERAGE NEGOTIATIONS.
GROUP AGREED ON "TRIAL RUN" IN EARLY APRIL AS INITIAL
STEP IN COVERAGE NEGOTIATIONS ON UNDERSTANDING THAT
SUCH NEGOTIATIONS WOULD NOT BEGIN UNTIL DRAFT CODE
IS ESSENTIALLY COMPLETED. END SUMMARY.

2. AFTER EXTENSIVE DISCUSSION AMONG PLURILATERAL
GROUP MEMBERS, IT WAS DECIDED TO BEGIN PREPARING FOR
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A "TRIAL RUN" TO DETERMINE FEASIBILITY OF COVERAGE
NEGOTIATIONS APPROACH. IF THE APPROACH IS SUCCESSFUL,
IT COULD BE EXPANDED TO INCLUDE OTHER DELS PARTICIPATING
IN THE GOVERNMENT PROCUREMENT NEGOTIATIONS.

3. DELS AGREED THAT PROCEDURE SHOULD BE FLEXIBLE IN
THAT DELS COULD TABLE OFFERS OF ENTITIES THEY ARE

WILLING TO INCLUDE (EC POSITION), REQUESTS FOR SPECIFIC ENTITIES THEY WISH INCLUDED FROM OTHER COUNTRIES (CANADA POSITION), OR A COMBINATION OF BOTH (NORDIC APPROACH). EC DEL (STRUXIANO) INDICATED THAT BY THE FIRST WEEK OF APRIL, THE EC WILL BE READY TO TABLE POSITIVE LIST OF ENTITIES THAT THE EC IS WILLING TO INCLUDE IN THE COVERAGE OF A GP CODE. THE LIST WILL INCLUDE AN INDICATION OF THE PRODUCTS PURCHASED BY SUCH ENTITIES AND A GENERAL INDICATION OF THE VOLUME OF PURCHASES. NORDIC DEL (LEMMEL) STATED THAT NORDICS TOO WOULD BE READY BY EARLY APRIL WITH AN OFFER LIST OF ENTITIES AND ALSO A GENERAL LIST OF INTERESTS IN PROCUREMENT MARKETS OF OTHER COUNTRIES. CANADIAN DEL (CLARK) MENTIONED THAT GOC IS PREPARING DETAILED LISTS OF CANADIAN INTERESTS IN OTHER MARKETS AND LIKELY WOULD BEGIN ONLY WITH A REQUEST LIST. JAPANESE DEL (TERADA) NOTED THAT JAPANESE COULD HAVE SOMETHING BY EARLY APRIL BUT THAT IT LIKELY WOULD BE FAIRLY GENERAL INDICATIVE LIST. SWISS DEL (EBERHARD) REITERATED GOS PREFERENCE FOR NEGATIVE LIST BUT INDICATED THAT GOS WAS NOT OPPOSED TO A TEST RUN IN AN ATTEMPT TO DEVELOP A POSITIVE APPROACH. THE SWISS PROPOSAL WILL REMAIN ON THE TABLE FOR LATER CONSIDERATION IF NECESSARY.

4. MUCH OF MEETING CENTERED ON DISCUSSION INITIATED LIMITED OFFICIAL USE

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BY U.S. DEL (NEWKIRK) CONCERNING NEED FOR NORMATIVE DEFINITION IN TEXT, TO BE DEFINED BY ANNEX OF ENTITIES. EC DEL POINTED OUT THAT IF COVERAGE WAS DEFINED BY ENTITIES IN ANNEX AND APPLIED ONLY TO THOSE ENTITIES, THEN NEED FOR NORMATIVE DEFINITION WAS SUPERFLUOUS. CANADIAN DEL COMMENTED THAT NORMATIVE APPROACH RESURRECTED MANY ISSUES THAT WERE AVOIDED BY POSITIVE LIST; (A) DEFINITION CAN LEAD ITSELF TO BE A RESTRICTIVE DEVICE AS TO WHAT A COUNTRY IS WILLING TO PUT ON THE ENTITY LIST, (B) QUESTION OF LEVELS OF OBLIGATION IS RAISED AGAIN, AND (C) CREATION OF A DEFINITION IS A TIME CONSUMING MATTER THAT COULD BE BETTER SPENT IN COVERAGE NEGOTIATIONS. JAPANESE DEL EXEMPLIFIED RESTRICTIVE CONCERN BY INDICATING THAT PERHAPS A DEFINITION WOULD BE USEFUL AS A MEANS OF DETERMINING WHAT ENTITIES SHOULD AND SHOULD NOT BE CONSIDERED FOR INCLUSION IN CODE. AFTER LENGTHY DISCUSSION, GROUP AGREED TO TAKE UP ISSUE AGAIN IN LIGHT OF PROGRESS OF "TRIAL RUN" OF POSITIVE ENTITY NEGOTIATIONS. U.S. DEL AGREED THAT "TRIAL RUN" WAS USEFUL APPROACH BUT THAT WE WOULD HAVE GREAT DIFFICULTY PARTICIPATING IN THIS EXERCISE UNLESS SUBSTANTIVE PROVISIONS OF THE

CODE ARE COMPLETED BY THAT TIME. EC, CANADA, AND
NORDICS AGREED WITH US.

5. ACTION REQUESTED: IF THE U.S. IS TO FULLY
PARTICIPATE IN THE "TRIAL RUN" IN EARLY APRIL, WE
WILL NEED INITIAL OFFER LIST OF THOSE ENTITIES WE
ARE WILLING TO PUT INTO COVERAGE OF GP CODE. ADDI-
TIONALLY, GENERAL INDICATIONS OF PRODUCTS AND AMOUNTS
PURCHASED BY ENTITIES LISTED WOULD BE NECESSARY. WITH
REGARD TO CRITERIA FOR COMPILING LIST, MTN DEL WOULD
RECOMMEND THAT USG USE OUR TRADITIONAL POSITION OF
BROADEST POSSIBLE COVERAGE AND INITIALLY TABLE AS
COMPREHENSIVE A LIST AS POSSIBLE. THE LIST CAN
BE NARROWED AS APPROPRIATE AS NEGOTIATIONS PROCEED.
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WITH REGARD TO THRESHOLD FOR COMPILING LIST, MTN

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DEL RECOMMENDS OUR INITIAL POSITION OF \$50,000 AS BEGINNING BASIS. ADDITIONALLY, MTN DEL RECOMMENDS COMPILATION OF LIST OF PARTICULAR ENTITIES AND PRODUCT AREAS OF INTEREST TO U.S. EXPORTERS IN GP MARKETS OF OUR MAJOR TRADING PARTNERS. A REQUEST TO THE U.S. EMBASSIES IN THE RESPECTIVE COUNTRIES MAY BE USEFUL MEANS OF INITIATING SUCH A PROJECT. MTN DEL REALIZES SCOPE OF REQUESTED ACTION, BUT NOTES NECESSITY OF SUCH INFORMATION FOR SUCCESSFUL COMPLETION OF GP NEGOTIATIONS. INFORMATION NEEDED FOR FIRST WEEK OF APRIL CAN BE OF A GENERAL MORE INDICATIVE NATURE TO BE FOLLOWED LATER BY NECESSARY SPECIFICS.

6. DRAFTED BY SHELLEY. MCDONALD

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